

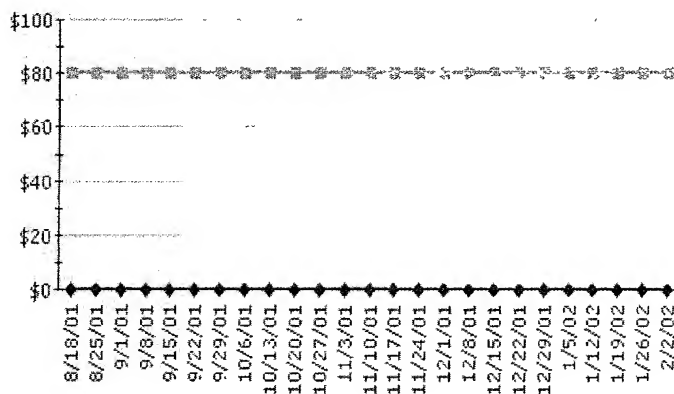
Development Analysis A

Hired on October 2, 1990

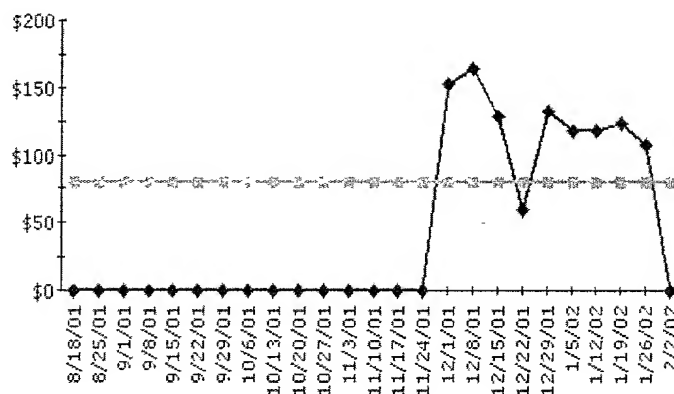
As of Saturday, February 02, 2002

Yearly Plan - \$0

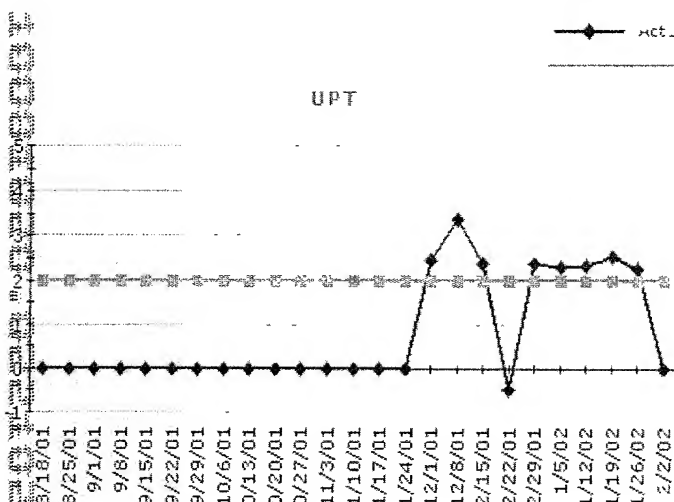
SPH



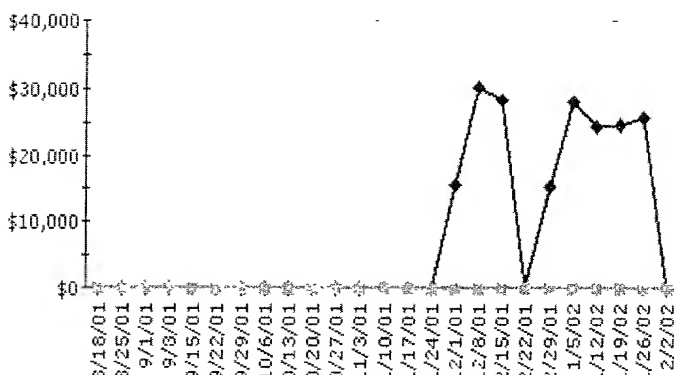
DPT



UPT



Net Sales



Proactive Activity

| Category | 2001-P12 | 2001-P11 | 2001-P10 | 2001-P9 | 2001-P8 | 2001-P7 |
|-------------------|----------|----------|----------|---------|---------|---------|
| New Clients | | | | | | |
| Total Clients | | | | | | |
| Phone Contacts | | | | | | |
| Appointments | | | | | | |
| Transaction Count | 0 | 0 | 0 | | | |
| Net Sales | 0 | 0 | 0 | | | |

Productivity Summary

| | Gross Sales | Return Sales | Net Sales | Goal | Goal Var \$ | Proactive Sales | SPH | DPT | UPT | TPH | H of Trans | Hrs |
|-----------|-------------|--------------|-----------|------|-------------|-----------------|-----|-----|-----|-----|------------|-----|
| MTD Total | 80,986 | (6,350) | 74,637 | 0 | - | 0 | - | 116 | 2.4 | - | 645 | 0 |
| YTD Total | 209,267 | (16,856) | 192,411 | 0 | - | 0 | - | 127 | 2.5 | - | 1,510 | 0 |

Knowledge and Skills (Associate)

| Course Name | Date | Score |
|-------------|------|-------|
|-------------|------|-------|

Certification and Advancement

| Level | Level Test Date | Score | Cert Date | Advance Date |
|------------|-----------------|-------|-----------|--------------|
| Associate | 05/21/2001 | 100 | | |
| Advisor | 07/23/2001 | 100 | | |
| Consultant | 09/25/2001 | 100 | | |

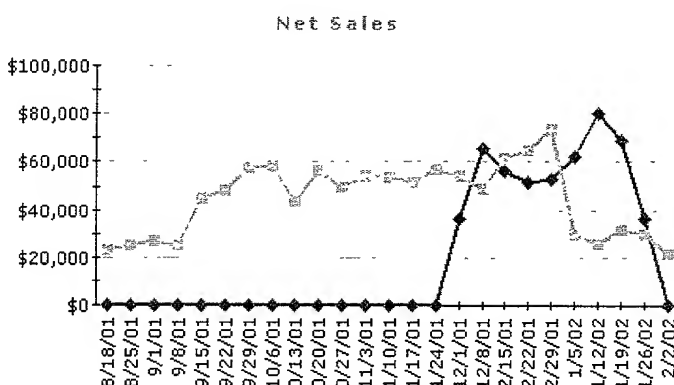
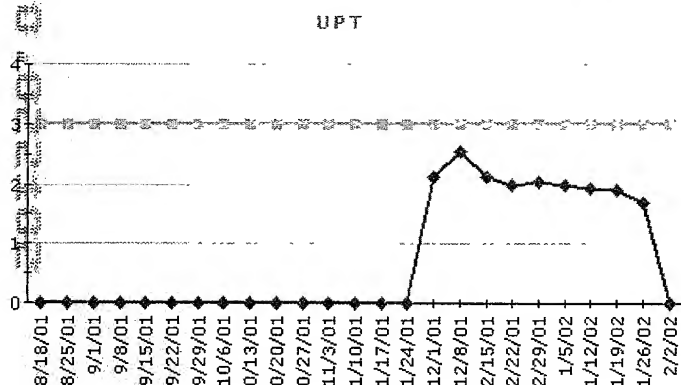
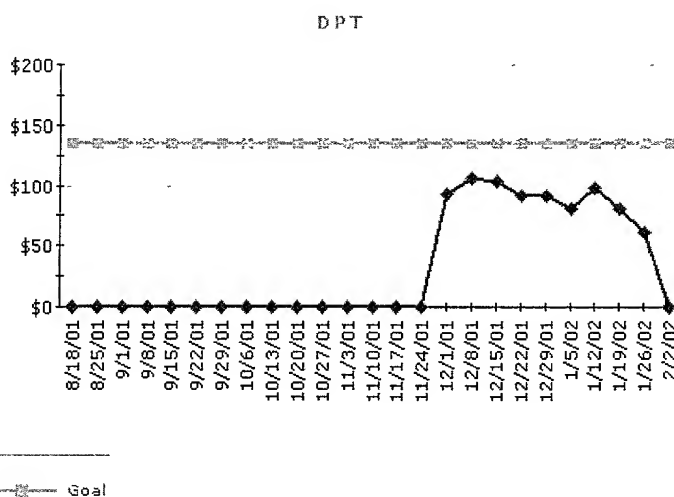
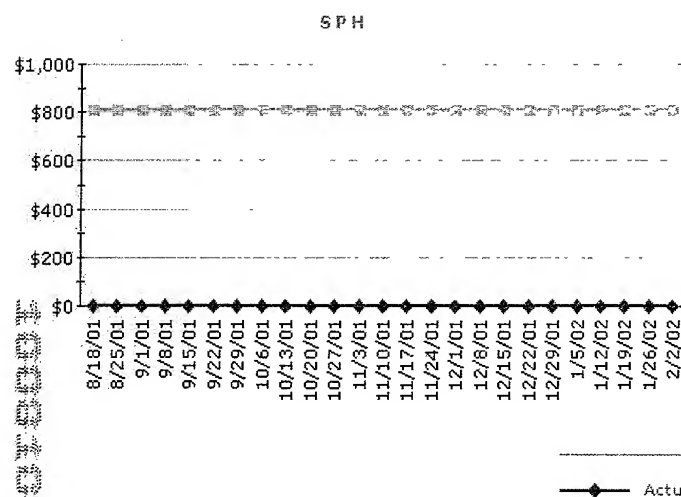
Analysis and Recommendation

No Data Available

Development Analysis

Yearly Plan - \$2,211,960

As of Saturday, February 02, 2002



Proactive Activity

| Category | 2001-P12 | 2001-P11 | 2001-P10 | 2001-P9 | 2001-P8 | 2001-P7 |
|-------------------|----------|----------|----------|---------|---------|---------|
| New Clients | | | | | | |
| Total Clients | | | | | | |
| Phone Contacts | | | | | | |
| Appointments | | | | | | |
| Transaction Count | 0 | 0 | 0 | | | |
| Net Sales | 0 | 0 | 0 | | | |

Productivity Summary

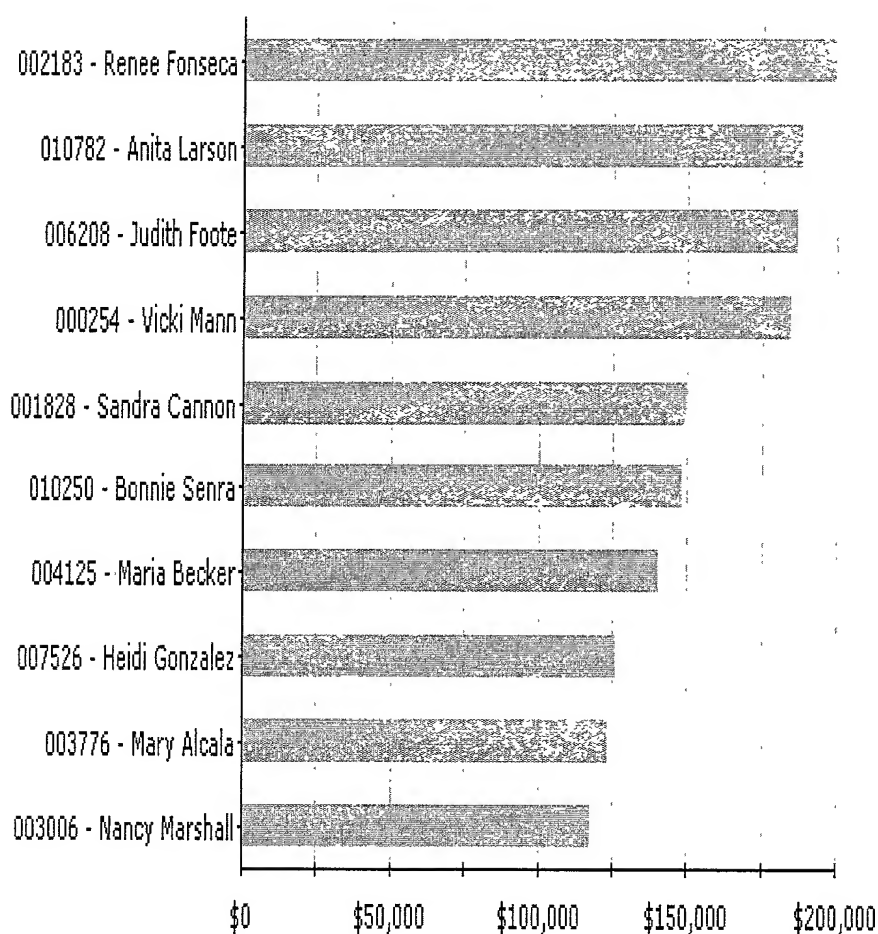
| | Gross Sales | Return Sales | Net Sales | Goal | Goal Var. \$ | LY Net Sales | Proactive Sales | SPH | DPT | UPT | TPH | # of Trans | Foot Traffic | Conv. % | Hrs |
|-----------|-------------|--------------|-----------|-----------|--------------|--------------|-----------------|-----|-----|-----|-----|------------|--------------|---------|-----|
| MTD Total | 261,148 | (75,948) | 185,202 | 109,271 | 75,931 | - | 0 | - | 82 | 1.9 | - | 2,267 | 0 | - | 0 |
| YTD Total | 690,268 | (180,352) | 509,916 | 2,211,960 | (1,702,044) | - | 0 | - | 89 | 2.0 | - | 5,739 | 15,449 | 19.3 | 0 |

Leader Board

Top 10 Associates within District D831 - District 31

December 1, 2001 through December 31, 2001

Net Sales

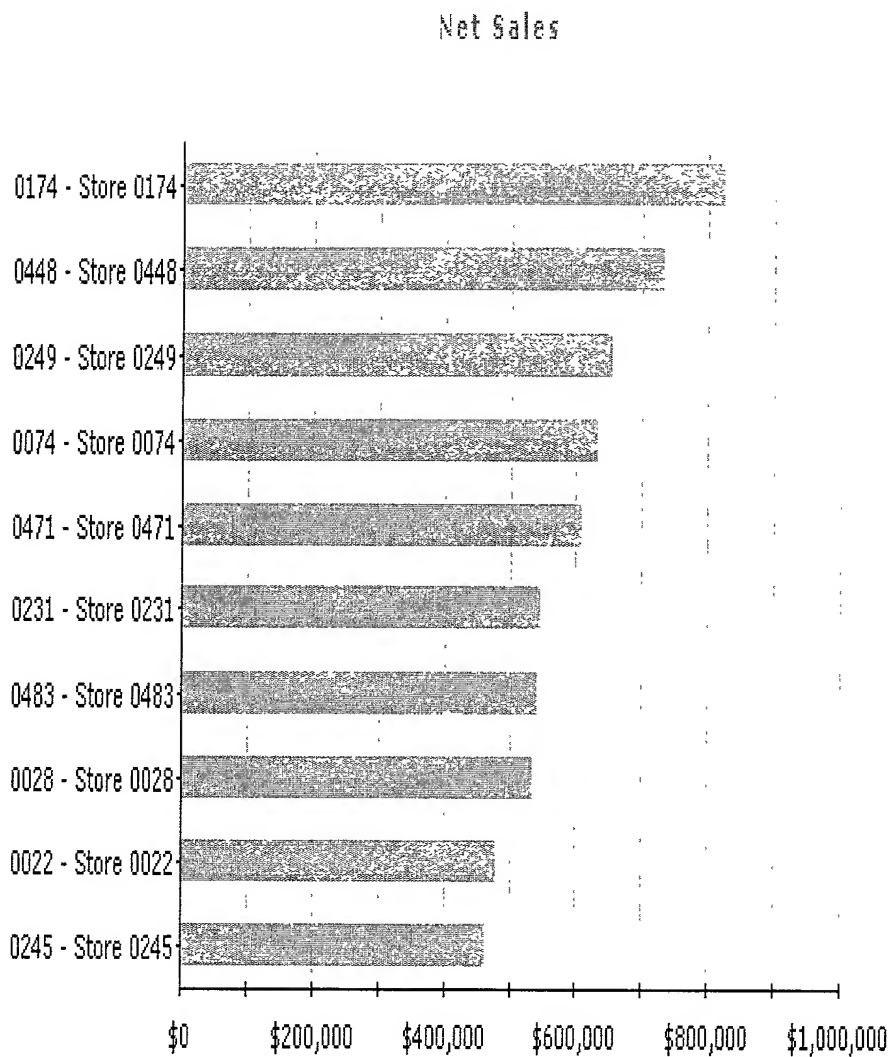


| Rank | Number/Name | Store # | Net Sales |
|------|-------------------------|---------|-----------|
| 1 | 002183 - Renee Fonseca | 0248 | 199,473 |
| 2 | 010782 - Anita Larson | 0483 | 188,555 |
| 3 | 006208 - Judith Foote | 0249 | 186,621 |
| 4 | 000254 - Vicki Mann | 0175 | 184,492 |
| 5 | 001828 - Sandra Cannon | 0249 | 149,848 |
| 6 | 010250 - Bonnie Senra | 0231 | 148,200 |
| 7 | 004125 - Maria Becker | 0471 | 140,498 |
| 8 | 007526 - Heidi Gonzalez | 0033 | 126,125 |
| 9 | 003776 - Mary Alcalá | 0471 | 123,509 |
| 10 | 003006 - Nancy Marshall | 0231 | 117,684 |

Leader Board

Top 10 Stores within Region RG05 - New England

December 1, 2001 through December 31, 2001



| Rank | Number/Name | Net Sales |
|------|-------------------|-----------|
| 1 | 0174 - Store 0174 | 823,043 |
| 2 | 0448 - Store 0448 | 732,836 |
| 3 | 0249 - Store 0249 | 653,419 |
| 4 | 0074 - Store 0074 | 633,000 |
| 5 | 0471 - Store 0471 | 607,521 |
| 6 | 0231 - Store 0231 | 545,846 |
| 7 | 0483 - Store 0483 | 541,944 |
| 8 | 0028 - Store 0028 | 534,906 |
| 9 | 0022 - Store 0022 | 479,397 |
| 10 | 0245 - Store 0245 | 462,185 |

Learning History

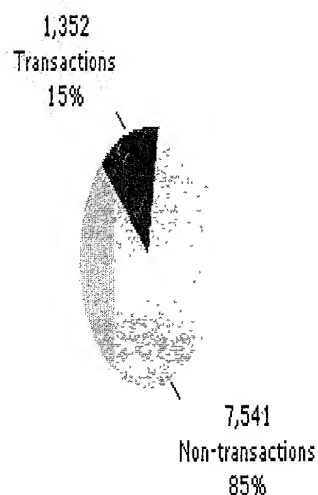
Hired on April 7, 2001

| Curriculum Description | Sequence Description | Course Description | Test Score | Start Date | Complete Date | Last Access Date | Course Time |
|------------------------|----------------------|-----------------------------|------------|------------|---------------|------------------|-------------|
| Client Relationship | Associate Level | Associate Level Evaluation | 100 | 05/16/2001 | 05/21/2001 | 05/21/2001 | 1.5 |
| Client Relationship | Advisor Level | Advisor Level Evaluation | 100 | 07/16/2001 | 07/23/2001 | 07/23/2001 | 1.5 |
| Client Relationship | Consultant Level | Consultant Level Evaluation | 100 | 09/16/2001 | 09/25/2001 | 09/25/2001 | 1.5 |

Daily Opportunity Analysis

Friday, December 28, 2001

Foot Traffic



Productivity Summary

| Net Sales | Goal | Goal Var \$ | LY Net Sales | LY Var % | # of Trans | Foot Traffic | Conv % |
|-----------|---------|-------------|--------------|----------|------------|--------------|--------|
| 128,962 | 183,107 | (54,145) | - | - | 1,352 | 8,893 | 12.8 |

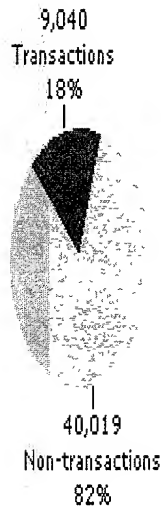
Conversion Analysis

| | | | | Totals By Hour | | | | | | | | | | | | | Other Hours |
|-------------------------------------|------------|--------------|--------|----------------------|-------|-------|------|------|-------|-------|------|------|------|------|------|------|-------------|
| Totals | | | | 9-10 | 10-11 | 11-12 | 12-1 | 1-2 | 2-3 | 3-4 | 4-5 | 5-6 | 6-7 | 7-8 | 8-9 | 9-10 | |
| Transactions | 1,352 | | | 23 | 94 | 126 | 144 | 130 | 134 | 114 | 83 | 97 | 102 | 105 | 103 | 83 | 14 |
| Non-transactions | 7,541 | | | 22 | 321 | 637 | 757 | 861 | 974 | 952 | 821 | 604 | 437 | 492 | 412 | 237 | 14 |
| Foot Traffic | 8,893 | | | 45 | 415 | 763 | 901 | 991 | 1,108 | 1,066 | 904 | 701 | 539 | 597 | 515 | 320 | 28 |
| Conv % | 12.8 | | | 33.3 | 19.0 | 14.0 | 12.9 | 11.1 | 10.3 | 9.5 | 8.3 | 11.7 | 16.7 | 14.2 | 15.5 | 21.9 | 50.0 |
| | | | | Conversion % By Hour | | | | | | | | | | | | | Other Hours |
| Number/Name | # of Trans | Foot Traffic | Conv % | 9-10 | 10-11 | 11-12 | 12-1 | 1-2 | 2-3 | 3-4 | 4-5 | 5-6 | 6-7 | 7-8 | 8-9 | 9-10 | |
| 0033 Store 0033 Regional Mall | 102 | 889 | 11.5 | 0.0 | 8.0 | 8.3 | 16.8 | 9.8 | 6.1 | 2.6 | 16.9 | 14.3 | 22.6 | 10.3 | 18.6 | 23.3 | 0.0 |
| 0130 Store 0130 Regional Mall | 90 | 907 | 9.9 | 0.0 | 8.0 | 7.4 | 9.7 | 3.7 | 7.8 | 5.7 | 7.3 | 7.8 | 20.4 | 19.7 | 4.6 | 48.0 | - |
| 0231 Store 0231 Regional Mall | 214 | 0 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 0471 Store 0471 Regional Mall | 273 | 1,858 | 14.7 | 233.3 | 19.5 | 21.3 | 16.9 | 13.7 | 10.6 | 9.1 | 7.0 | 12.5 | 15.6 | 16.2 | 18.6 | 21.5 | 100.0 |
| 0483 Store 0483 Regional Mall | 209 | 1,732 | 12.1 | 150.0 | 23.1 | 9.9 | 10.7 | 9.5 | 7.5 | 12.7 | 8.5 | 10.0 | 16.5 | 13.0 | 20.6 | 14.9 | 28.6 |
| 0175 Store 0175 Upscale Downtown | 145 | 1,399 | 10.4 | 0.0 | 8.6 | 12.4 | 11.8 | 9.6 | 14.1 | 8.8 | 3.4 | 12.5 | 12.6 | 10.8 | 9.1 | 13.2 | 25.0 |
| 0249 Store 0249 Upscale Mall | 229 | 1,759 | 13.0 | 18.2 | 30.9 | 15.6 | 11.9 | 11.6 | 11.7 | 8.0 | 4.4 | 10.3 | 17.3 | 14.3 | 17.2 | 23.9 | 300.0 |
| 0030 Store 0030 Upscale Village | 90 | 349 | 25.8 | 14.3 | 48.0 | 25.6 | 10.0 | 29.2 | 22.6 | 28.0 | 36.4 | 27.3 | 0.0 | - | - | - | 0.0 |

Weekly Opportunity Analysis

W/E Saturday, December 29, 2001

Foot Traffic



Productivity Summary

| Net Sales | Goal | Goal Var \$ | LY Net Sales | LY Var % | # of Trans | Foot Traffic | Conv % |
|-----------|-----------|-------------|--------------|----------|------------|--------------|--------|
| 858,382 | 1,146,544 | (288,162) | - | - | 9,040 | 49,059 | 12.5 |

Conversion Analysis

| | | | | Totals By Hour | | | | | | | | | | | | | | Other Hours |
|-------------------------------------|------------|--------------|--------|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|-------------|
| Totals | | | | 9-10 | 10-11 | 11-12 | 12-1 | 1-2 | 2-3 | 3-4 | 4-5 | 5-6 | 6-7 | 7-8 | 8-9 | 9-10 | | |
| Transactions | 9,040 | | | 120 | 532 | 862 | 966 | 1,071 | 939 | 861 | 792 | 672 | 617 | 571 | 593 | 378 | | 66 |
| Non-transactions | 40,019 | | | 946 | 2,260 | 3,399 | 4,274 | 4,477 | 5,160 | 4,862 | 4,096 | 3,142 | 2,296 | 2,032 | 1,598 | 838 | | 639 |
| Foot Traffic | 49,059 | | | 1,066 | 2,792 | 4,261 | 5,240 | 5,548 | 6,099 | 5,723 | 4,888 | 3,814 | 2,913 | 2,603 | 2,191 | 1,216 | | 705 |
| Conv % | 12.5 | | | 8.5 | 13.5 | 14.0 | 12.4 | 13.1 | 9.9 | 9.6 | 10.4 | 11.9 | 14.8 | 15.9 | 19.3 | 23.8 | | 6.7 |
| | | | | Conversion % By Hour | | | | | | | | | | | | | | Other Hours |
| Number/Name | # of Trans | Foot Traffic | Conv % | 9-10 | 10-11 | 11-12 | 12-1 | 1-2 | 2-3 | 3-4 | 4-5 | 5-6 | 6-7 | 7-8 | 8-9 | 9-10 | | |
| 0033 Store 0033 Regional Mall | 709 | 4,928 | 12.8 | 2.7 | 11.0 | 11.5 | 13.6 | 13.6 | 10.4 | 8.6 | 12.8 | 13.1 | 18.8 | 17.6 | 19.6 | 23.3 | | 8.8 |
| 0130 Store 0130 Regional Mall | 605 | 5,626 | 9.2 | 3.1 | 10.1 | 9.8 | 9.1 | 8.3 | 7.8 | 4.9 | 7.0 | 10.0 | 14.5 | 15.5 | 8.3 | 23.0 | | 7.7 |
| 0231 Store 0231 Regional Mall | 1,405 | 0 | - | | | | | | | | | | | | | | | |
| 0471 Store 0471 Regional Mall | 1,752 | 11,196 | 13.3 | 9.5 | 13.5 | 15.4 | 11.9 | 14.3 | 10.9 | 11.3 | 9.1 | 13.1 | 15.0 | 16.1 | 19.3 | 25.9 | | 7.9 |
| 0483 Store 0483 Regional Mall | 1,422 | 8,732 | 11.5 | 11.3 | 13.6 | 10.4 | 9.7 | 13.4 | 8.2 | 9.2 | 11.9 | 11.3 | 12.5 | 13.3 | 19.5 | 18.1 | | 2.4 |
| 0175 Store 0175 Upscale Downtown | 1,004 | 7,905 | 11.2 | 4.2 | 8.0 | 14.6 | 11.5 | 12.2 | 8.8 | 8.3 | 8.7 | 8.5 | 12.4 | 16.7 | 23.0 | 29.8 | | 10.0 |
| 0249 Store 0249 Upscale Mall | 1,564 | 8,883 | 12.5 | 9.6 | 15.8 | 14.1 | 15.2 | 10.9 | 9.4 | 8.4 | 7.5 | 9.3 | 15.8 | 16.7 | 24.2 | 26.0 | | 9.8 |
| 0030 Store 0030 Upscale Village | 579 | 1,789 | 29.2 | 20.8 | 42.6 | 32.7 | 24.3 | 29.4 | 20.7 | 25.2 | 34.9 | 52.7 | 32.5 | 38.5 | 50.0 | - | | 4.2 |

Daily Opportunity Analysis

Friday, December 28, 2001

Foot Traffic



Productivity Summary

| Net Sales | Goal | Goal Var \$ | LY Net Sales | LY Var % | # of Trans | Foot Traffic | Conv % |
|-----------|--------|-------------|--------------|----------|------------|--------------|--------|
| 9,645 | 12,264 | (2,619) | - | - | 90 | 349 | 25.8 |

Transaction Analysis

| | | | Totals By Hour | | | | | | | | | | | | Other Hours |
|------------------------|-----------------|------------|----------------------------|-------|-------|------|------|------|------|------|------|-----|-----|-----|-------------|
| Totals | | | 9-10 | 10-11 | 11-12 | 12-1 | 1-2 | 2-3 | 3-4 | 4-5 | 5-6 | 6-7 | 7-8 | | |
| Associates on Duty | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Transactions | 90 | | 1 | 12 | 10 | 5 | 14 | 12 | 14 | 16 | 6 | 0 | - | 0 | |
| Non-transactions | 259 | | 6 | 13 | 23 | 45 | 34 | 41 | 36 | 28 | 16 | 3 | - | 8 | |
| Foot Traffic | 349 | | 7 | 25 | 33 | 50 | 48 | 53 | 50 | 44 | 22 | 3 | - | 8 | |
| Conv. % | 25.8 | | 14.3 | 48.0 | 25.6 | 10.0 | 29.2 | 22.6 | 28.0 | 36.4 | 27.3 | 0.0 | - | 0.0 | |
| | | | Sales Transactions By Hour | | | | | | | | | | | | Other Hours |
| Number/Name | Description | # of Trans | 9-10 | 10-11 | 11-12 | 12-1 | 1-2 | 2-3 | 3-4 | 4-5 | 5-6 | 6-7 | 7-8 | | |
| 000585 Tuere Bright | Pre-Associate | 22 | - | 6 | 2 | - | 5 | 5 | 1 | 2 | 1 | - | - | 0 | |
| 007955 Frances Hayes | Pre-Associate | 33 | - | 1 | 3 | 3 | 8 | 2 | 7 | 6 | 3 | - | - | 0 | |
| 007960 Frances Hughes | Pre-Associate | 26 | - | 5 | 5 | 1 | 1 | 1 | 4 | 7 | 2 | - | - | 0 | |
| 000026 House Associate | | 2 | 1 | - | - | - | 0 | - | - | 1 | - | - | - | 0 | |
| 002253 Rebecca Thomas | Store Associate | 6 | - | - | - | 1 | - | 4 | 1 | - | - | - | - | 0 | |
| Other | | 1 | 0 | - | 0 | 0 | - | - | 1 | 0 | - | - | - | 0 | |

Weekly Opportunity Analysis

W/E Saturday, December 29, 2001

Foot Traffic



Productivity Summary

| Net Sales | Goal | Goal Var \$ | LY Net Sales | LY Var % | # of Trans | Foot Traffic | Conv % |
|-----------|--------|-------------|--------------|----------|------------|--------------|--------|
| 52,896 | 73,437 | (20,541) | - | - | 579 | 1,789 | 29.2 |

Transaction Analysis

| | | | Totals By Hour | | | | | | | | | | | | | Other Hours |
|---------------------------|-----------------|------------|----------------------------|-------|-------|------|------|------|------|------|------|------|------|------|------|-------------|
| Totals | | | 9-10 | 10-11 | 11-12 | 12-1 | 1-2 | 2-3 | 3-4 | 4-5 | 5-6 | 6-7 | 7-8 | 8-9 | 9-10 | |
| Associates on Duty | | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Transactions | 579 | | 11 | 46 | 66 | 67 | 84 | 73 | 79 | 82 | 51 | 13 | 5 | 1 | - | 1 |
| Non-transactions | 1,210 | | 42 | 62 | 136 | 159 | 168 | 236 | 179 | 127 | 42 | 27 | 8 | 1 | - | 23 |
| Foot Traffic | 1,789 | | 53 | 108 | 202 | 226 | 252 | 309 | 258 | 209 | 93 | 40 | 13 | 2 | - | 24 |
| Conv % | 29.2 | | 20.8 | 42.6 | 32.7 | 24.3 | 29.4 | 20.7 | 25.2 | 34.9 | 52.7 | 32.5 | 38.5 | 50.0 | - | 4.2 |
| | | | Sales Transactions By Hour | | | | | | | | | | | | | Other Hours |
| Number/Name | Description | # of Trans | 9-10 | 10-11 | 11-12 | 12-1 | 1-2 | 2-3 | 3-4 | 4-5 | 5-6 | 6-7 | 7-8 | 8-9 | 9-10 | |
| 000385 Tuere Bright | Pre-Associate | 82 | - | 8 | 7 | 3 | 14 | 15 | 11 | 8 | 8 | 6 | 2 | - | - | 0 |
| 004801 Lenore Tingley | Pre-Associate | 82 | 1 | 5 | 6 | 16 | 23 | 15 | 5 | 4 | 7 | - | - | - | - | 0 |
| 005201 Kristin Dawkins | Pre-Associate | 3 | - | - | - | - | - | - | - | 1 | 2 | - | - | - | - | 0 |
| 005810 Kathleen Martinez | Pre-Associate | 48 | - | 1 | 11 | 8 | 6 | 1 | 4 | 11 | 6 | - | - | - | - | 0 |
| 007955 Frances Hayes | Pre-Associate | 116 | 3 | 13 | 15 | 11 | 14 | 14 | 21 | 19 | 6 | - | 0 | - | - | 0 |
| 007960 Frances Hughes | Pre-Associate | 132 | 4 | 13 | 22 | 14 | 18 | 10 | 15 | 24 | 12 | - | - | - | - | 0 |
| 008594 Dorothy Eck | Pre-Associate | 21 | - | - | 0 | 2 | 3 | 1 | 10 | 5 | 0 | - | - | - | - | 0 |
| 008618 Dorcas Desimone | Pre-Associate | 1 | - | - | 0 | - | 0 | - | 1 | 0 | - | - | - | - | - | 0 |
| 010330 Bethany Teixeira | Pre-Associate | 25 | - | - | 1 | 2 | 1 | 7 | 1 | 2 | 5 | 3 | 3 | - | - | 0 |
| 000018 Discount Associate | | 14 | 1 | - | 1 | - | - | 1 | 3 | 1 | 3 | 2 | - | 1 | - | 1 |
| 000026 House Associate | | 8 | 1 | 1 | - | - | 1 | 0 | 1 | 3 | 1 | 0 | - | - | - | 0 |
| 000030 Unknown Associate | | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | - | - | - | - | - | 0 |
| 002259 Rebecca Thomas | Store Associate | 14 | - | 0 | 1 | 3 | 2 | 4 | 1 | 3 | - | - | - | - | - | 0 |
| 008177 Enka Matthews | Store Manager | 22 | 1 | 5 | 2 | 6 | 1 | 2 | 2 | 1 | 1 | 1 | - | - | - | 0 |
| 008979 Dawn Schuler | Store Manager | 7 | 0 | - | - | 2 | 1 | 1 | 2 | - | - | 1 | - | - | - | 0 |
| Other | | 3 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 0 | 0 | 0 | - | - | - | 0 |

Company 01 - Division DY01 - Division 01

Region RG05 - New England

Performance Ranking

Top 10 Associates within Region RG05 - New England

December 10, 2001 through December 22, 2001

Sorted by Net Sales

| Number/Name | Store # | Gross Sales | Return Sales | Net Sales | Product Sales | % Total Sales | SPT | DPT | UPT | # of Trans | Hrs |
|--------------------------|---------|-------------|--------------|-----------|---------------|---------------|-----|-----|-----|------------|-----|
| 009075 Elaine Carlisle | 0028 | 71,775 | (2,217) | 69,558 | 0 | 0 | - | 115 | 1.9 | 607 | 0 |
| 002183 Debbie Fonseca | 0249 | 53,355 | (1,807) | 51,448 | 0 | 0 | - | 130 | 2.2 | 395 | 0 |
| 010782 Anita Larson | 0483 | 52,899 | (1,570) | 51,329 | 0 | 0 | - | 125 | 2.2 | 411 | 0 |
| 009383 Rosalinda Rolland | 0389 | 43,706 | (346) | 43,360 | 0 | 0 | - | 120 | 2.4 | 362 | 0 |
| 001273 Sonja Shingler | 0448 | 40,698 | (285) | 40,413 | 0 | 0 | - | 177 | 2.4 | 228 | 0 |
| 003792 Mary Vucenovic | 0074 | 40,251 | (145) | 40,106 | 0 | 0 | - | 203 | 2.6 | 198 | 0 |
| 000254 Vicki Mann | 0175 | 39,702 | (101) | 39,601 | 0 | 0 | - | 123 | 2.1 | 321 | 0 |
| 004125 Maria Becker | 0471 | 40,277 | (1,163) | 39,108 | 0 | 0 | - | 119 | 2.0 | 330 | 0 |
| 006518 Jhon Kremer | 0174 | 36,470 | (147) | 36,322 | 0 | 0 | - | 151 | 2.2 | 241 | 0 |
| 001828 Sandra Cannon | 0249 | 36,325 | (663) | 35,656 | 0 | 0 | - | 133 | 2.2 | 268 | 0 |

« Performance Ranking »

Top 10 Districts within Division DV01 - Division 01

December 16, 2001 through December 22, 2001

Sorted by Net Sales

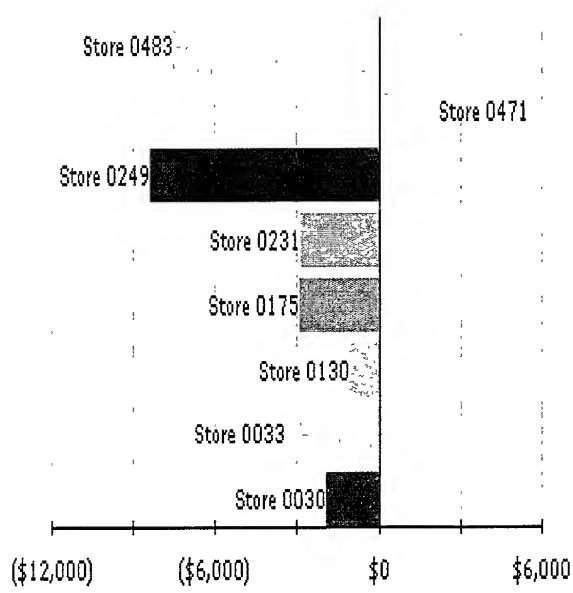
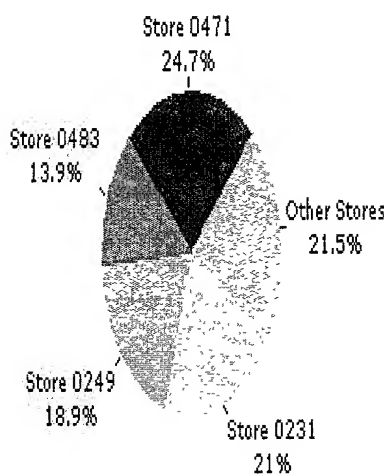
| Number | Name | Gross Sales (000s) | Return Sales (000s) | Net Sales (000s) | Goal (000s) | Goal Var \$ (000s) | LY Net Sales (000s) | Proact Sales (000s) | % Sales | Total Sales | SPH | DPT | UPT | # of Trans (000s) | Foot Traffic (000s) | Conv % | Hours (000s) |
|--------|-------------|-----------------------|------------------------|---------------------|----------------|-----------------------|------------------------|------------------------|---------|-------------|-----|-----|-----|----------------------|------------------------|--------|-----------------|
| DS16 | District 16 | 1,058 | (135) | 923 | 891 | 32 | - | 0 | 0 | - | 107 | 2.1 | | 9 | 36 | 17.3 | 0 |
| DS40 | District 40 | 1,047 | (243) | 804 | 867 | (63) | - | 0 | 0 | - | 90 | 1.8 | | 9 | 53 | 12.2 | 0 |
| DS29 | District 29 | 1,014 | (215) | 799 | 986 | (186) | - | 0 | 0 | - | 98 | 1.9 | | 8 | 29 | 18.2 | 0 |
| DS11 | District 11 | 961 | (185) | 775 | 705 | 70 | - | 0 | 0 | - | 91 | 1.8 | | 9 | 34 | 17.6 | 0 |
| DS31 | District 31 | 1,001 | (226) | 775 | 946 | (171) | - | 0 | 0 | - | 92 | 1.8 | | 8 | 42 | 12.9 | 0 |
| DS05 | District 05 | 988 | (218) | 770 | 949 | (179) | - | 0 | 0 | - | 98 | 1.8 | | 8 | 46 | 14.6 | 0 |
| DS17 | District 17 | 906 | (140) | 766 | 810 | (43) | - | 0 | 0 | - | 96 | 1.8 | | 8 | 44 | 16.3 | 0 |
| DS04 | District 04 | 890 | (165) | 724 | 624 | 101 | - | 0 | 0 | - | 98 | 1.8 | | 7 | 43 | 14.9 | 0 |
| DS14 | District 14 | 847 | (148) | 699 | 756 | (57) | - | 0 | 0 | - | 104 | 1.8 | | 7 | 45 | 11.9 | 0 |
| DS35 | District 35 | 821 | (155) | 666 | 737 | (71) | - | 0 | 0 | - | 104 | 1.9 | | 6 | 31 | 15.4 | 0 |

Daily Productivity Analysis

Saturday, January 26, 2002

Net Sales Contribution

Goal Variance



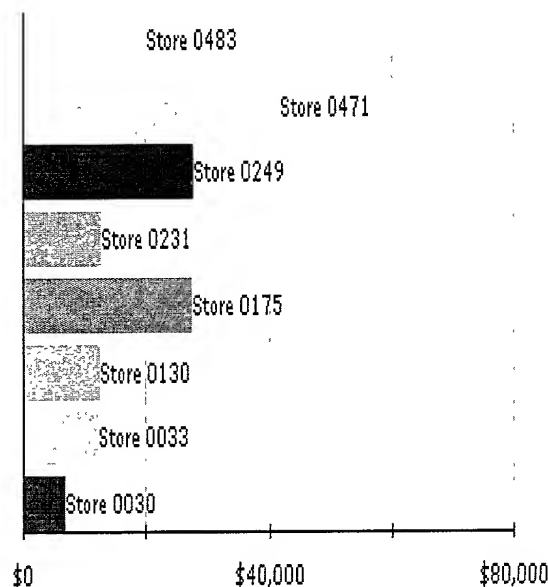
Productivity

Sorted by Net Sales

| Number/Name | | | | | | | | | | | | | | Last Year | | Current Week | | |
|-------------------------------------|-------------|--------------|-----------|------------|--------------|--------------|-----|-----|-----|------------|--------------|--------|-------|-----------|-----------|--------------|--------|--------|
| | Gross Sales | Return Sales | Net Sales | Goal | Var \$ | Proact Sales | SPH | DPT | UPT | # of Trans | Foot Traffic | Conv % | Hours | Net Sales | Net Var % | Net Sales | Goal | Var \$ |
| Daily Totals | 98,669 | (57,273) | 41,396 | 67,274 | (25,877) | 0 | - | 42 | 1.4 | 984 | 0 | - | 0 | - | - | - | - | - |
| WTD Total | 950,322 | (490,365) | 459,957 | 297,851 | 162,106 | 0 | - | 50 | 1.4 | 9,164 | 0 | - | 0 | - | - | - | - | - |
| MTD Total | 3,813,847 | (1,135,311) | 2,678,536 | 870,885 | 1,807,671 | 0 | - | 79 | 1.7 | 33,993 | 0 | - | 0 | - | - | - | - | - |
| YTD Total | 9,244,154 | (2,455,512) | 7,288,642 | 28,220,162 | (20,931,520) | 0 | - | 86 | 1.8 | 84,855 | 357,907 | 9.5 | 0 | - | - | - | - | - |
| 0471 Store 0471 Regional Mall | 18,561 | (8,285) | 10,277 | 8,049 | 2,228 | 0 | - | 56 | 1.4 | 183 | 0 | - | 0 | - | - | 78,113 | 36,257 | 41,856 |
| 0231 Store 0231 Regional Mall | 15,715 | (8,431) | 7,284 | 10,112 | (2,828) | 0 | - | 46 | 1.4 | 158 | 0 | - | 0 | - | - | 59,241 | 46,384 | 12,857 |
| 0249 Store 0249 Upscale Mall | 15,223 | (8,217) | 7,006 | 15,387 | (8,381) | 0 | - | 50 | 1.4 | 140 | 0 | - | 0 | - | - | 92,729 | 64,923 | 27,806 |
| 0030 Store 0030 Upscale Village | 9,816 | (5,109) | 4,707 | 6,639 | (1,932) | 0 | - | 53 | 1.8 | 88 | 0 | - | 0 | - | - | 36,415 | 29,640 | 6,774 |
| 0175 Store 0175 Upscale Downtown | 9,788 | (5,974) | 3,814 | 6,699 | (2,886) | 0 | - | 35 | 1.4 | 108 | 0 | - | 0 | - | - | 57,311 | 29,643 | 27,668 |
| 0130 Store 0130 Regional Mall | 6,207 | (3,047) | 3,159 | 4,239 | (1,079) | 0 | - | 43 | 2.1 | 73 | 0 | - | 0 | - | - | 30,918 | 18,271 | 12,646 |
| 0483 Store 0483 Regional Mall | 16,339 | (13,578) | 2,661 | 10,204 | (7,543) | 0 | - | 16 | 1.0 | 167 | 0 | - | 0 | - | - | 64,675 | 44,561 | 20,115 |
| 0033 Store 0033 Regional Mall | 7,021 | (4,532) | 2,489 | 5,944 | (3,455) | 0 | - | 37 | 0.9 | 67 | 0 | - | 0 | - | - | 40,556 | 28,172 | 12,384 |

W/E Saturday, January 26, 2002

Goal Variance



Sorted by Net Sales

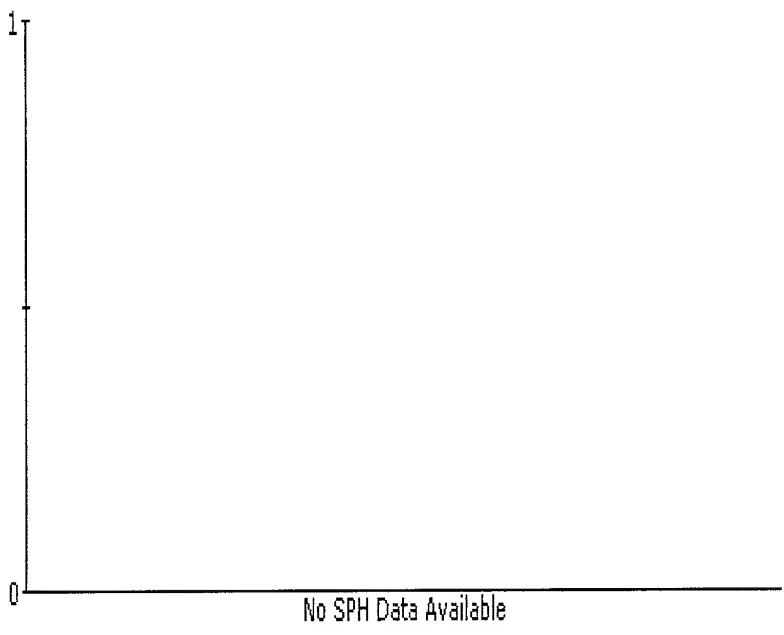
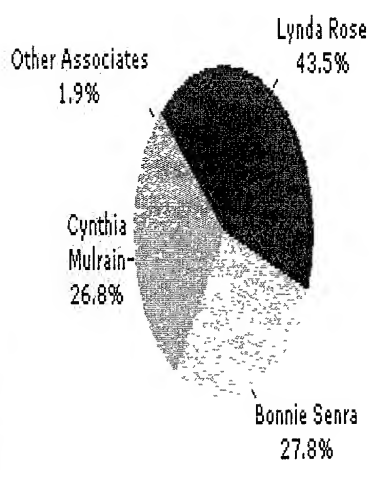
| Number/Name | Gross Sales | Return Sales | Net Sales | Goal | Goal Var. \$ | Proact Sales | SPH | DPT | UPT | # of Trans | Foot Traffic | Conv % | Hours | Last Year | | Current Month | | |
|-------------------------------------|-------------|--------------|-----------|------------|--------------|--------------|-----|-----|-----|------------|--------------|--------|-------|-----------|-----------|---------------|---------|-------------|
| | | | | | | | | | | | | | | Net Sales | Net Var % | Net Sales | Goal | Goal Var \$ |
| WTD Total | 950,322 | (490,365) | 459,957 | 297,851 | 162,106 | 0 | - | 50 | 1.4 | 9,164 | 0 | - | 0 | - | - | - | - | - |
| MTD Total | 3,813,847 | (1,135,311) | 2,678,536 | 870,865 | 1,807,671 | 0 | - | 79 | 1.7 | 33,993 | 0 | - | 0 | - | - | - | - | - |
| YTD Total | 9,744,154 | (2,455,512) | 7,288,642 | 28,220,162 | (20,931,520) | 0 | - | 86 | 1.8 | 84,855 | 357,907 | 9.5 | 0 | - | - | - | - | - |
| 0249 Store 0249 Upscale Mall | 178,499 | (85,770) | 92,729 | 64,923 | 27,806 | 0 | - | 59 | 1.5 | 1,578 | 0 | - | 0 | - | - | 485,053 | 175,741 | 309,313 |
| 0471 Store 0471 Regional Mall | 167,263 | (89,150) | 78,113 | 36,257 | 41,856 | 0 | - | 48 | 1.3 | 1,622 | 0 | - | 0 | - | - | 453,538 | 126,657 | 326,881 |
| 0483 Store 0483 Regional Mall | 161,369 | (96,694) | 64,675 | 44,561 | 20,115 | 0 | - | 40 | 1.3 | 1,604 | 0 | - | 0 | - | - | 413,129 | 120,101 | 293,027 |
| 0231 Store 0231 Regional Mall | 129,574 | (70,333) | 59,241 | 46,384 | 12,857 | 0 | - | 47 | 1.5 | 1,265 | 0 | - | 0 | - | - | 422,225 | 122,619 | 299,606 |
| 0175 Store 0175 Upscale Downtown | 103,505 | (46,195) | 57,311 | 29,643 | 27,668 | 0 | - | 53 | 1.5 | 1,088 | 0 | - | 0 | - | - | 299,496 | 101,028 | 198,469 |
| 0033 Store 0033 Regional Mall | 80,215 | (39,659) | 40,556 | 28,172 | 12,384 | 0 | - | 57 | 1.2 | 711 | 0 | - | 0 | - | - | 203,648 | 78,926 | 124,722 |
| 0030 Store 0030 Upscale Village | 66,478 | (30,063) | 36,415 | 29,640 | 6,774 | 0 | - | 61 | 1.7 | 598 | 0 | - | 0 | - | - | 185,202 | 87,151 | 98,051 |
| 0130 Store 0130 Regional Mall | 63,419 | (32,501) | 30,918 | 18,271 | 12,646 | 0 | - | 44 | 1.6 | 698 | 0 | - | 0 | - | - | 216,245 | 58,643 | 157,602 |

Daily Productivity Analysis

Saturday, January 26, 2002

Associate Net Sales Contribution

Associate SPH



Productivity
Sorted by Net Sales

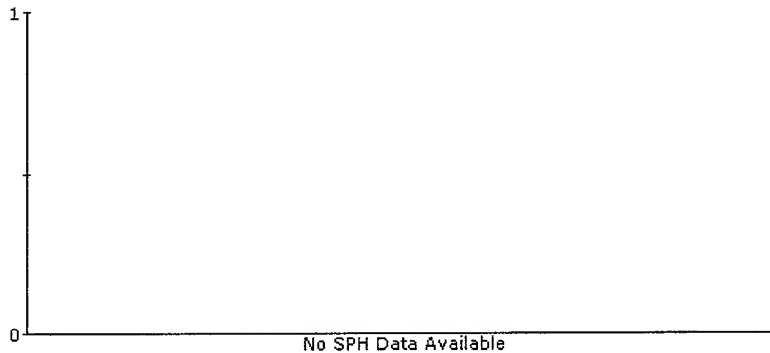
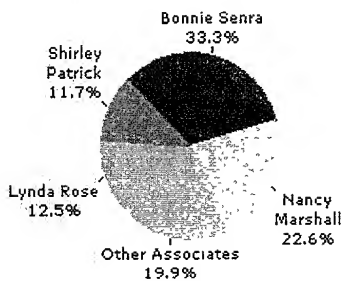
| Number/Name | Gross Sales | Return Sales | Net Sales | Goal | Proact Var \$ | Proact Sales | SPH | DPT | UPT | # of Trans | Foot Traffic | Conv % | Hours | Last Year | | Current Week | | |
|------------------------|-------------|--------------|-----------|-----------|---------------|--------------|-----|-----|-----|------------|--------------|--------|-------|-----------|-----------|--------------|------|--------|
| | | | | | | | | | | | | | | Net Sales | Net Var % | Net Sales | Goal | Var \$ |
| Daily Totals | 15,715 | (8,431) | 7,284 | 10,112 | (2,828) | 0 | - | 46 | 1.4 | 158 | 0 | - | 0 | . | - | | | |
| WTD Total | 129,574 | (70,333) | 59,241 | 46,384 | 12,857 | 0 | - | 47 | 1.5 | 1,265 | 0 | - | 0 | . | - | | | |
| MTD Total | 590,822 | (168,538) | 422,225 | 122,619 | 299,606 | 0 | - | 83 | 1.7 | 5,074 | 0 | - | 0 | . | - | | | |
| YTD Total | 1,523,346 | (364,316) | 1,159,030 | 4,551,587 | (3,392,557) | 0 | - | 90 | 1.9 | 12,933 | 57,719 | 3.0 | 0 | . | - | | | |
| 004322 Lynda Rose | 6,611 | 0 | 6,611 | | | 0 | - | 97 | 2.5 | 68 | | | 0 | | | 15,801 | | |
| Pre-Associate | | | | | | | | | | | | | | | | | | |
| 010250 Bonnie Senra | 4,216 | 0 | 4,216 | | | 0 | - | 132 | 2.3 | 32 | | | 0 | | | 42,098 | | |
| Pre-Associate | | | | | | | | | | | | | | | | | | |
| 009219 Cynthia Mulrain | 4,076 | 0 | 4,076 | | | 0 | - | 78 | 1.9 | 52 | | | 0 | | | 9,590 | | |
| Pre-Associate | | | | | | | | | | | | | | | | | | |
| 003006 Nancy Marshall | 285 | 0 | 285 | | | 0 | - | 285 | 4.0 | 1 | | | 0 | | | 28,600 | | |
| Pre-Associate | | | | | | | | | | | | | | | | | | |
| 000018 Discount | | | | | | | | | | | | | | | | | | |
| Associate | 489 | 0 | 489 | | | 0 | - | 122 | 2.8 | 4 | | | 0 | | | 1,089 | | |
| Corporate Manager | | | | | | | | | | | | | | | | | | |
| 000030 Unknown | | | | | | | | | | | | | | | | | | |
| Associate | 0 | (8,431) | (8,431) | | | 0 | - | - | - | 0 | | | 0 | | | (54,972) | | |
| Corporate Manager | | | | | | | | | | | | | | | | | | |
| Other | 37 | 0 | 37 | | | 0 | - | 37 | 1.0 | 1 | | | 0 | | | (3,421) | | |

Weekly Productivity Analysis

W/E Saturday, January 26, 2002

Associate Net Sales Contribution

Associate SPH



Productivity

Sorted by Net Sales

| Number/Name | Gross Sales | Return Sales | Net Sales | Goal | Goal Var \$ | Product Sales | H of | | | | Foot Traffic | Conv % | Hours | Last Year | | Current Month | |
|--|-------------|--------------|-----------|-----------|-------------|---------------|------|---------|--------|--------|--------------|--------|-------|-----------|-----------|---------------|-------------|
| | | | | | | | SPH | DPT | UPT | Trans | | | | Net Sales | Net Var % | Net Sales | Goal Var \$ |
| WTD Total | 129,574 | (70,339) | 59,241 | 46,384 | 12,857 | 0 | | 47 | 1.5 | 1,265 | 0 | | 0 | | | | |
| MTD Total | 590,822 | (168,598) | 422,225 | 122,619 | 299,606 | 0 | | 83 | 1.7 | 5,074 | 0 | | 0 | | | | |
| YTD Total | 1,523,346 | (364,316) | 1,159,030 | 4,551,587 | (3,392,557) | 0 | | 90 | 1.9 | 12,933 | 57,719 | 3.0 | 0 | | | | |
| 0102508 Bonnie Senra Pre-Associate | 42,098 | 0 | 42,098 | 0 | - | 0 | - | 100 | 2.4 | 420 | | | 0 | | | 130,485 | 0 |
| 003006 Nancy Marshall Pre-Associate | 28,600 | 0 | 28,600 | 0 | - | 0 | - | 97 | 2.2 | 294 | | | 0 | | | 100,894 | 0 |
| 004322 Lynda Rose Pre-Associate | 15,801 | 0 | 15,801 | 0 | - | 0 | - | 115 | 2.4 | 138 | | | 0 | | | 78,520 | 0 |
| 001338 Shirley Patrick Pre-Associate | 14,766 | 0 | 14,766 | 0 | - | 0 | - | 122 | 2.5 | 121 | | | 0 | | | 71,400 | 0 |
| 004463 DeClemente Pre-Associate | 11,574 | 0 | 11,574 | 0 | - | 0 | - | 116 | 2.1 | 100 | | | 0 | | | 86,687 | 0 |
| 009213 Cynthia Mulrain Pre-Associate | 9,590 | 0 | 9,590 | 0 | - | 0 | - | 84 | 2.0 | 114 | | | 0 | | | 74,522 | 0 |
| 001756 Sara Evangelista Pre-Associate | 3,389 | (122) | 3,267 | 0 | - | 0 | - | 78 | 1.7 | 42 | | | 0 | | | 27,536 | 0 |
| 011079 Amy Suda Pre-Associate | 0 | (53) | (53) | 0 | - | 0 | - | - | - | 0 | | | 0 | | | (53) | 0 |
| 002514 Paula Simmons Pre-Associate | 0 | (42) | (42) | 0 | - | 0 | - | - | - | 0 | | | 0 | | | (239) | 0 |
| 006837 Jennifer Schuff Pre-Associate | 0 | (182) | (182) | 0 | - | 0 | - | - | - | 0 | | | 0 | | | (182) | 0 |
| 004886 Laurie Pittman Pre-Associate | 0 | (202) | (202) | 0 | - | 0 | - | - | - | 0 | | | 0 | | | (1,427) | 0 |
| 001874 Samantha Klement Pre-Associate | 0 | (210) | (210) | 0 | - | 0 | - | - | - | 0 | | | 0 | | | (507) | - |
| 008302 Elyse Laughlin Pre-Associate | 0 | (573) | (573) | 0 | - | 0 | - | - | - | 0 | | | 0 | | | (2,902) | 0 |
| 003056 Moriah Johnson Pre-Associate | 0 | (867) | (867) | 0 | - | 0 | - | - | - | 0 | | | 0 | | | (3,017) | 0 |
| 001638 Sarah Pena Pre-Associate | 0 | (1,120) | (1,120) | 0 | - | 0 | - | - | - | 0 | | | 0 | | | (2,945) | 0 |
| 004124 Maria Orozco Pre-Associate | 0 | (1,635) | (1,635) | 0 | - | 0 | - | - | - | 0 | | | 0 | | | (8,492) | 0 |
| 000896 Sylvana Robertson Pre-Associate | 57 | (2,387) | (2,329) | 0 | - | 0 | - | (2,329) | (33.0) | 1 | | | 0 | | | (6,702) | 0 |
| 000018 Discount Associate Corporate Manager | 1,089 | 0 | 1,089 | | | 0 | - | 99 | 2.5 | 11 | | | 0 | | | 10,637 | |
| 000026 House Associate Corporate Manager | 398 | (693) | (305) | | | 0 | - | (31) | (0.6) | 10 | | | 0 | | | (3,397) | |
| 000030 Unknown Associate Corporate Manager | 0 | (54,372) | (54,372) | | | 0 | - | - | - | 0 | | | 0 | | | (103,482) | |
| 003704 Maureen Northern Store Manager | 313 | (333) | (21) | | | 0 | - | (21) | 1.0 | 1 | | | 0 | | | 519 | |
| 004090 Maria Whitcomb Store Associate | 0 | (451) | (451) | | | 0 | - | - | - | 0 | | | 0 | | | (400) | |
| 005394 Kimberly Karwowski Store Manager | 705 | (591) | 115 | | | 0 | - | 38 | 1.3 | 3 | | | 0 | | | (1,478) | |
| 005501 Kelly York Store Manager | 0 | (1,227) | (1,227) | | | 0 | - | - | - | 0 | | | 0 | | | (2,534) | |
| Other | 1,203 | (4,624) | (3,421) | | | 0 | - | (342) | (5.3) | 10 | | | 0 | | | (18,557) | |

Staff Levels

[illegible]

Staff Status

As of Thursday, February 14, 2002

Staff Levels

Pre-Associate
100%



| | | Pre-Associates | | | Associates | | | Advisors | | | Consultants | Total |
|---------------------------|----------------|--------------------------|----------|-----------|------------------------|----------|-----------|---------------------------|----------|-----------|-------------|-------|
| | | (Associates in Training) | | | (Advisors in Training) | | | (Consultants in Training) | | | | |
| Number/Name | Tenure (Years) | Hired | Verified | Certified | Advanced | Verified | Certified | Advanced | Verified | Certified | Advanced | |
| 004505 Antley, Lisa | 1.9 | 03/21/00 | | | | | | | | | | |
| 000385 Bright, Tuere | 2.6 | 07/17/99 | | | | | | | | | | |
| 005201 Dawkins, Kristin | 2.1 | 01/24/00 | | | | | | | | | | |
| 003618 Desimone, Dorcas | 1.0 | 03/05/01 | | | | | | | | | | |
| 008594 Edk, Dorothy | 2.7 | 06/15/99 | | | | | | | | | | |
| 007955 Hayes, Frances | 11.4 | 10/02/90 | | | | | | | | | | |
| 007960 Hughes, Frances | 1.0 | 02/07/01 | | | | | | | | | | |
| 005810 Martinez, Kathleen | 0.6 | 07/05/01 | | | | | | | | | | |
| 006441 Pearson, Joan | 2.3 | 10/20/99 | | | | | | | | | | |
| 010330 Teixeira, Bethany | 0.4 | 09/24/01 | | | | | | | | | | |
| 010163 Thompson, Brigid | 1.0 | 02/09/01 | | | | | | | | | | |
| 004801 Tingley, Lenore | 6.5 | 08/31/95 | | | | | | | | | | |
| 008589 Van Leeuwen, Dulce | 1.0 | 03/05/01 | | | | | | | | | | |
| Total | 2.7 | 13 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 13 |
| | | 13 | | | 0 | | | 0 | | | 0 | |

Monthly Trending Analysis

As of Saturday, February 02, 2002

Productivity

| Number/Name | 2001-Period 12 | | 2001-Period 11 | | 2001-Period 10 | | 2001-Period 9 | | 2001-Period 8 | | 2001-Period 7 | |
|-------------------------|----------------|-----------|----------------|-----------|----------------|-----------|---------------|-------|---------------|-------|---------------|-------|
| | Actual | Goal | Actual | Goal | Actual | Goal | Actual | Goal | Actual | Goal | Actual | Goal |
| District Total | | | | | | | | | | | | |
| Net Sales | 2,678,536 | 1,130,873 | 4,199,697 | 4,025,870 | 410,409 | 2,510,361 | 2,500,513 | | 3,118,615 | | 1,589,860 | |
| SPH | | | | | | | | | | | | |
| DPT | 79 | | 91 | | 91 | | | | | | | |
| UPT | 1.7 | | 1.8 | | 1.8 | | | | | | | |
| TPH | | | | | | | | | | | | |
| Conv % | | | 15.4 | | 1.8 | | | | | | | |
| 0030 Store 0030 | | | | | | | | | | | | |
| Upscale Village | | | | | | | | | | | | |
| Net Sales | 185,202 | 109,271 | 288,324 | 279,371 | 36,390 | 216,772 | 204,164 | | 234,247 | | 92,902 | |
| SPH | | 810 | | 810 | | 810 | | 810 | | 810 | | 810 |
| DPT | 82 | 135 | 94 | 135 | 93 | 135 | | 135 | | 135 | | 135 |
| UPT | 1.9 | 3.0 | 2.1 | 3.0 | 2.1 | 3.0 | | 3.0 | | 3.0 | | 3.0 |
| TPH | | 6 | | 6 | | 6 | | 6 | | 6 | | 6 |
| Conv % | | | 29.5 | | 4.6 | | | | | | | |
| 0033 Store 0033 | | | | | | | | | | | | |
| Regional Mall | | | | | | | | | | | | |
| Net Sales | 203,648 | 104,862 | 360,054 | 321,743 | 34,627 | 175,293 | 187,367 | | 215,092 | | 107,546 | |
| SPH | | 980 | | 980 | | 980 | | 980 | | 980 | | 980 |
| DPT | 85 | 140 | 98 | 140 | 89 | 140 | | 140 | | 140 | | 140 |
| UPT | 1.5 | 3.5 | 1.9 | 3.5 | 1.9 | 3.5 | | 3.5 | | 3.5 | | 3.5 |
| TPH | | 7 | | 7 | | 7 | | 7 | | 7 | | 7 |
| Conv % | | | 15.0 | | 2.9 | | | | | | | |
| 0130 Store 0130 | | | | | | | | | | | | |
| Regional Mall | | | | | | | | | | | | |
| Net Sales | 216,245 | 76,044 | 267,402 | 275,637 | 25,763 | 165,138 | 148,259 | | 174,013 | | 84,222 | |
| SPH | | 810 | | 810 | | 810 | | 810 | | 810 | | 810 |
| DPT | 76 | 135 | 84 | 135 | 85 | 135 | | 135 | | 135 | | 135 |
| UPT | 1.7 | 3.1 | 1.9 | 3.1 | 1.9 | 3.1 | | 3.1 | | 3.1 | | 3.1 |
| TPH | | 6 | | 6 | | 6 | | 6 | | 6 | | 6 |
| Conv % | | | 12.2 | | 2.0 | | | | | | | |
| 0175 Store 0175 | | | | | | | | | | | | |
| Upscale Downtown | | | | | | | | | | | | |
| Net Sales | 299,496 | 132,183 | 450,651 | 380,524 | 51,615 | 257,716 | 289,476 | | 351,183 | | 183,305 | |
| SPH | | 980 | | 980 | | 980 | | 980 | | 980 | | 980 |
| DPT | 80 | 140 | 86 | 140 | 103 | 140 | | 140 | | 140 | | 140 |
| UPT | 1.6 | 3.3 | 1.7 | 3.3 | 1.7 | 3.3 | | 3.3 | | 3.3 | | 3.3 |
| TPH | | 7 | | 7 | | 7 | | 7 | | 7 | | 7 |
| Conv % | | | 14.5 | | 1.9 | | | | | | | |
| 0231 Store 0231 | | | | | | | | | | | | |
| Regional Mall | | | | | | | | | | | | |
| Net Sales | 422,225 | 163,492 | 666,723 | 649,833 | 70,082 | 417,914 | 396,329 | | 483,556 | | 281,059 | |
| SPH | | 1,160 | | 1,160 | | 1,160 | | 1,160 | | 1,160 | | 1,160 |
| DPT | 83 | 145 | 93 | 145 | 102 | 145 | | 145 | | 145 | | 145 |
| UPT | 1.7 | 3.6 | 1.9 | 3.6 | 2.0 | 3.6 | | 3.6 | | 3.6 | | 3.6 |
| TPH | | 8 | | 8 | | 8 | | 8 | | 8 | | 8 |
| Conv % | | | 9.7 | | 0.9 | | | | | | | |
| 0249 Store 0249 | | | | | | | | | | | | |
| Upscale Mall | | | | | | | | | | | | |
| Net Sales | 485,053 | 228,351 | 784,805 | 783,555 | 65,217 | 509,311 | 487,483 | | 650,350 | | 301,669 | |
| SPH | | 1,350 | | 1,350 | | 1,350 | | 1,350 | | 1,350 | | 1,350 |
| DPT | 82 | 150 | 97 | 150 | 90 | 150 | | 150 | | 150 | | 150 |
| UPT | 1.7 | 3.7 | 1.9 | 3.7 | 1.7 | 3.7 | | 3.7 | | 3.7 | | 3.7 |
| TPH | | 9 | | 9 | | 9 | | 9 | | 9 | | 9 |
| Conv % | | | 15.6 | | 0.0 | | | | | | | |
| 0471 Store 0471 | | | | | | | | | | | | |
| Regional Mall | | | | | | | | | | | | |
| Net Sales | 453,538 | 160,496 | 732,572 | 692,262 | 65,824 | 400,274 | 418,644 | | 511,462 | | 293,438 | |
| SPH | | 1,350 | | 1,350 | | 1,350 | | 1,350 | | 1,350 | | 1,350 |
| DPT | 75 | 150 | 86 | 150 | 82 | 150 | | 150 | | 150 | | 150 |
| UPT | 1.6 | 3.8 | 1.7 | 3.8 | 1.6 | 3.8 | | 3.8 | | 3.8 | | 3.8 |
| TPH | | 9 | | 9 | | 9 | | 9 | | 9 | | 9 |
| Conv % | | | 17.0 | | 2.4 | | | | | | | |
| 0483 Store 0483 | | | | | | | | | | | | |
| Regional Mall | | | | | | | | | | | | |
| Net Sales | 413,129 | 156,174 | 649,165 | 642,945 | 60,892 | 367,943 | 368,791 | | 492,712 | | 245,719 | |
| SPH | | 1,160 | | 1,160 | | 1,160 | | 1,160 | | 1,160 | | 1,160 |
| DPT | 72 | 145 | 88 | 145 | 83 | 145 | | 145 | | 145 | | 145 |
| UPT | 1.6 | 3.6 | 1.7 | 3.6 | 1.8 | 3.6 | | 3.6 | | 3.6 | | 3.6 |
| TPH | | 8 | | 8 | | 8 | | 8 | | 8 | | 8 |
| Conv % | | | 14.9 | | 2.3 | | | | | | | |

As of Saturday, February 02, 2002

[illegible]

As of Saturday, February 02, 2002

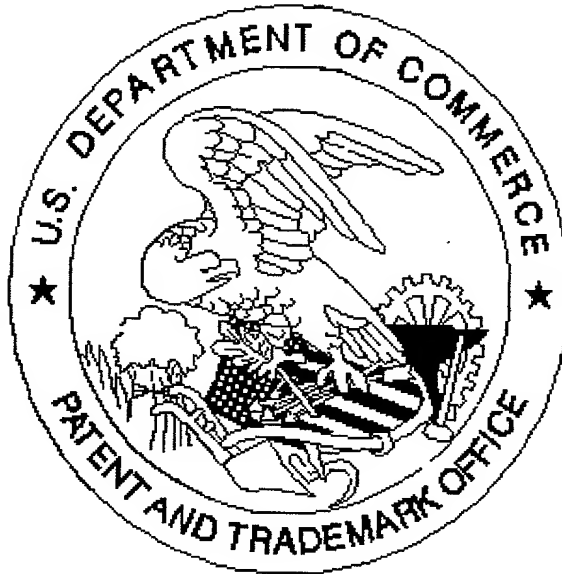
As of Saturday, February 02, 2002

| | 2001-Quarter 4 | | 2001-Quarter 3 | | 2001-Quarter 2 | | 2001-Quarter 1 | | 2000-Quarter 4 | | 2000-Quarter 3 | |
|---------------------|----------------|-----------|----------------|-----------|----------------|-----------|----------------|-----------|----------------|------|----------------|------|
| Number/Name | Actual | Goal | Actual | Goal | Actual | Goal | Actual | Goal | Actual | Goal | Actual | Goal |
| District Total | | | | | | | | | | | | |
| Net Sales | 7,288,642 | 7,667,104 | - | 7,208,988 | - | 6,919,285 | - | 6,684,793 | - | - | - | - |
| SPH | - | - | - | - | - | - | - | - | - | - | - | - |
| DPT | 86 | - | - | - | - | - | - | - | - | - | - | - |
| UPT | 1.8 | - | - | - | - | - | - | - | - | - | - | - |
| TPH | - | - | - | - | - | - | - | - | - | - | - | - |
| Conv % | 9.5 | - | - | - | - | - | - | - | - | - | - | - |
| 0030 Store 0030 | | | | | | | | | | | | |
| Upscale Village | | | | | | | | | | | | |
| Net Sales | 509,916 | 605,414 | - | 531,313 | - | 551,441 | - | 523,792 | - | - | - | - |
| SPH | - | 810 | - | 810 | - | 810 | - | 810 | - | - | - | - |
| DPT | 89 | 135 | - | 135 | - | 135 | - | 135 | - | - | - | - |
| UPT | 2.0 | 3.0 | - | 3.0 | - | 3.0 | - | 3.0 | - | - | - | - |
| TPH | - | 6 | - | 6 | - | 6 | - | 6 | - | - | - | - |
| Conv % | 19.3 | - | - | - | - | - | - | - | - | - | - | - |
| 0033 Store 0033 | | | | | | | | | | | | |
| Regional Mall | | | | | | | | | | | | |
| Net Sales | 598,330 | 601,898 | - | 510,005 | - | 598,322 | - | 525,655 | - | - | - | - |
| SPH | - | 980 | - | 980 | - | 980 | - | 980 | - | - | - | - |
| DPT | 93 | 140 | - | 140 | - | 140 | - | 140 | - | - | - | - |
| UPT | 1.7 | 3.5 | - | 3.5 | - | 3.5 | - | 3.5 | - | - | - | - |
| TPH | - | 7 | - | 7 | - | 7 | - | 7 | - | - | - | - |
| Conv % | 10.5 | - | - | - | - | - | - | - | - | - | - | - |
| 0130 Store 0130 | | | | | | | | | | | | |
| Regional Mall | | | | | | | | | | | | |
| Net Sales | 509,410 | 516,819 | - | 406,494 | - | 424,069 | - | 392,748 | - | - | - | - |
| SPH | - | 810 | - | 810 | - | 810 | - | 810 | - | - | - | - |
| DPT | 80 | 135 | - | 135 | - | 135 | - | 135 | - | - | - | - |
| UPT | 1.8 | 3.1 | - | 3.1 | - | 3.1 | - | 3.1 | - | - | - | - |
| TPH | - | 6 | - | 6 | - | 6 | - | 6 | - | - | - | - |
| Conv % | 8.9 | - | - | - | - | - | - | - | - | - | - | - |
| 0175 Store 0175 | | | | | | | | | | | | |
| Upscale Downtown | | | | | | | | | | | | |
| Net Sales | 801,761 | 770,423 | - | 823,964 | - | 768,005 | - | 662,438 | - | - | - | - |
| SPH | - | 980 | - | 980 | - | 980 | - | 980 | - | - | - | - |
| DPT | 85 | 140 | - | 140 | - | 140 | - | 140 | - | - | - | - |
| UPT | 1.7 | 3.3 | - | 3.3 | - | 3.3 | - | 3.3 | - | - | - | - |
| TPH | - | 7 | - | 7 | - | 7 | - | 7 | - | - | - | - |
| Conv % | 9.5 | - | - | - | - | - | - | - | - | - | - | - |
| 0231 Store 0231 | | | | | | | | | | | | |
| Regional Mall | | | | | | | | | | | | |
| Net Sales | 1,159,030 | 1,231,239 | - | 1,166,944 | - | 1,108,619 | - | 1,085,658 | - | - | - | - |
| SPH | - | 1,160 | - | 1,160 | - | 1,160 | - | 1,160 | - | - | - | - |
| DPT | 90 | 145 | - | 145 | - | 145 | - | 145 | - | - | - | - |
| UPT | 1.9 | 3.6 | - | 3.6 | - | 3.6 | - | 3.6 | - | - | - | - |
| TPH | - | 8 | - | 8 | - | 8 | - | 8 | - | - | - | - |
| Conv % | 3.0 | - | - | - | - | - | - | - | - | - | - | - |
| 0249 Store 0249 | | | | | | | | | | | | |
| Upscale Mall | | | | | | | | | | | | |
| Net Sales | 1,335,076 | 1,521,217 | - | 1,499,502 | - | 1,306,857 | - | 1,329,244 | - | - | - | - |
| SPH | - | 1,350 | - | 1,350 | - | 1,350 | - | 1,350 | - | - | - | - |
| DPT | 91 | 150 | - | 150 | - | 150 | - | 150 | - | - | - | - |
| UPT | 1.8 | 3.7 | - | 3.7 | - | 3.7 | - | 3.7 | - | - | - | - |
| TPH | - | 9 | - | 9 | - | 9 | - | 9 | - | - | - | - |
| Conv % | 11.0 | - | - | - | - | - | - | - | - | - | - | - |
| 0471 Store 0471 | | | | | | | | | | | | |
| Regional Mall | | | | | | | | | | | | |
| Net Sales | 1,251,934 | 1,253,032 | - | 1,223,544 | - | 1,189,704 | - | 1,167,950 | - | - | - | - |
| SPH | - | 1,350 | - | 1,350 | - | 1,350 | - | 1,350 | - | - | - | - |
| DPT | 81 | 150 | - | 150 | - | 150 | - | 150 | - | - | - | - |
| UPT | 1.7 | 3.8 | - | 3.8 | - | 3.8 | - | 3.8 | - | - | - | - |
| TPH | - | 9 | - | 9 | - | 9 | - | 9 | - | - | - | - |
| Conv % | 11.5 | - | - | - | - | - | - | - | - | - | - | - |
| 0483 Store 0483 | | | | | | | | | | | | |
| Regional Mall | | | | | | | | | | | | |
| Net Sales | 1,123,185 | 1,167,062 | - | 1,107,222 | - | 972,268 | - | 997,308 | - | - | - | - |
| SPH | - | 1,160 | - | 1,160 | - | 1,160 | - | 1,160 | - | - | - | - |
| DPT | 81 | 145 | - | 145 | - | 145 | - | 145 | - | - | - | - |
| UPT | 1.7 | 3.6 | - | 3.6 | - | 3.6 | - | 3.6 | - | - | - | - |
| TPH | - | 8 | - | 8 | - | 8 | - | 8 | - | - | - | - |
| Conv % | 9.6 | - | - | - | - | - | - | - | - | - | - | - |

As of Saturday February 02, 2002

| Productivity | | 2001-Quarter 4 | | 2001-Quarter 3 | | 2001-Quarter 2 | | 2001-Quarter 1 | | 2000-Quarter 4 | | 2000-Quarter 3 | |
|--|----------|----------------|--------|----------------|--------|----------------|--------|----------------|--------|----------------|--------|----------------|--|
| Number/Name | Actual | Goal | Actual | Goal | Actual | Goal | Actual | Goal | Actual | Goal | Actual | Goal | |
| Store Total | 509,316 | 505,414 | | 531,313 | | 551,441 | | 523,792 | | | | | |
| Net Sales | | | | | | | | | | | | | |
| SPH | 810 | 810 | | 810 | | 810 | | 810 | | | | | |
| DPT | 89 | 135 | | 135 | | 135 | | 135 | | | | | |
| UPT | 2.0 | 3.0 | | 3.0 | | 3.0 | | 3.0 | | | | | |
| TPH | | 6 | | 6 | | 6 | | 6 | | | | | |
| 000385 Tuere Bright Pre-Associate | | | | | | | | | | | | | |
| Net Sales | 86,241 | | | | | | | | | 0 | | 0 | |
| SPH | | | | | | | | | | | | 80 | |
| DPT | 109 | | | | | | | | | | | 80 | |
| UPT | 2.3 | | | | | | | | | | | 2.0 | |
| TPH | | | | | | | | | | | | 1 | |
| 004505 Lisa Artley Pre-Associate | | | | | | | | | | | | | |
| Net Sales | 8,514 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| SPH | | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| DPT | 108 | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| UPT | 2.7 | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | |
| TPH | | 1 | | 1 | | 1 | | 1 | | 1 | | 1 | |
| 004801 Lenore Tingley Pre-Associate | | | | | | | | | | | | | |
| Net Sales | 33,407 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| SPH | | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| DPT | 108 | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| UPT | 2.3 | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | |
| TPH | | 1 | | 1 | | 1 | | 1 | | 1 | | 1 | |
| 005201 Kristin Dawkins Pre-Associate | | | | | | | | | | | | | |
| Net Sales | (1,590) | | | | | | | | | | | | |
| DPT | (227) | | | | | | | | | | | | |
| UPT | (3.0) | | | | | | | | | | | | |
| 005810 Kathleen Martinez Pre-Associate | | | | | | | | | | | | | |
| Net Sales | 9,243 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| SPH | | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| DPT | 104 | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| UPT | 2.2 | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | |
| TPH | | 1 | | 1 | | 1 | | 1 | | 1 | | 1 | |
| 006411 Joan Pearson Pre-Associate | | | | | | | | | | | | | |
| Net Sales | 48,482 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| SPH | | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| DPT | 113 | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| UPT | 2.2 | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | |
| TPH | | 1 | | 1 | | 1 | | 1 | | 1 | | 1 | |
| 007932 Frances Hayes Pre-Associate | | | | | | | | | | | | | |
| Net Sales | 192,411 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| SPH | | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| DPT | 127 | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| UPT | 2.5 | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | |
| TPH | | 1 | | 1 | | 1 | | 1 | | 1 | | 1 | |
| 007932 Frances Hayes Pre-Associate | | | | | | | | | | | | | |
| Net Sales | 107,620 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| SPH | | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| DPT | 116 | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| UPT | 2.3 | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | |
| TPH | | 1 | | 1 | | 1 | | 1 | | 1 | | 1 | |
| 008569 Dulce Van Leeuwen Pre-Associate | | | | | | | | | | | | | |
| Net Sales | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| SPH | | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| DPT | | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| UPT | | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | |
| TPH | | 1 | | 1 | | 1 | | 1 | | 1 | | 1 | |
| 008569 Dorothy Eck Pre-Associate | | | | | | | | | | | | | |
| Net Sales | 32,511 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| SPH | | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| DPT | 107 | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| UPT | 2.2 | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | |
| TPH | | 1 | | 1 | | 1 | | 1 | | 1 | | 1 | |
| 008665 Dorcas Destin Pre-Associate | | | | | | | | | | | | | |
| Net Sales | (8,817) | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| SPH | | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| DPT | (230) | 80 | | 80 | | 80 | | 80 | | 80 | | 80 | |
| UPT | (1.8) | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | | 2.0 | |
| TPH | | 1 | | 1 | | 1 | | 1 | | 1 | | 1 | |
| 010163 Brigid Thompson Pre-Associate | | | | | | | | | | | | | |
| Net Sales | 8,076 | | | | | | | 0 | | | | | |
| SPH | | | | | | | | 80 | | | | | |
| DPT | 119 | | | | | | | 80 | | | | | |
| UPT | 2.3 | | | | | | | 2.0 | | | | | |
| TPH | | | | | | | | 1 | | | | | |
| 010330 Bethany Teixeira Pre-Associate | | | | | | | | | | | | | |
| Net Sales | 27,977 | 0 | | 0 | | 0 | | | | | | | |
| SPH | | 80 | | 80 | | 80 | | | | | | | |
| DPT | 101 | 80 | | 80 | | 80 | | | | | | | |
| UPT | 2.2 | 2.0 | | 2.0 | | 2.0 | | | | | | | |
| TPH | | 1 | | 1 | | 1 | | | | | | | |
| 000018 Discount Associate | | | | | | | | | | | | | |
| Net Sales | 10,308 | | | | | | | | | | | | |
| DPT | 81 | | | | | | | | | | | | |
| UPT | 3.5 | | | | | | | | | | | | |
| 000026 House Associate | | | | | | | | | | | | | |
| Net Sales | 9,322 | | | | | | | | | | | | |
| DPT | 41 | | | | | | | | | | | | |
| UPT | 1.3 | | | | | | | | | | | | |
| 000030 Unknown Associate | | | | | | | | | | | | | |
| Net Sales | (79,110) | | | | | | | | | | | | |
| DPT | (232) | | | | | | | | | | | | |
| UPT | (2.0) | | | | | | | | | | | | |
| 002259 Rebecca Thomas Corporate Manager | | | | | | | | | | | | | |
| Net Sales | (352) | | | | | | | | | | | | |
| DPT | (2) | | | | | | | | | | | | |
| UPT | 1.3 | | | | | | | | | | | | |
| 008177 Erika Matthews Corporate Manager | | | | | | | | | | | | | |
| Net Sales | 4,877 | | | | | | | | | | | | |
| DPT | 25 | | | | | | | | | | | | |
| UPT | 1.1 | | | | | | | | | | | | |
| 008979 Dawn Schuler Corporate Manager | | | | | | | | | | | | | |
| Net Sales | 4,035 | | | | | | | | | | | | |
| DPT | 35 | | | | | | | | | | | | |
| UPT | 1.1 | | | | | | | | | | | | |
| Order Net Sales | (48,208) | | | | | | | | | | | | |
| SPH | | | | | | | | | | | | | |
| DPT | (646) | | | | | | | | | | | | |
| UPT | (10.0) | | | | | | | | | | | | |

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